

## Message Text

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PAGE 01 KUWAIT 02869 140820Z  
ACTION NEA-11

INFO OCT-01 EB-08 ISO-00 /020 W  
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FM AMEMBASSY KUWAIT  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0954

UNCLAS KUWAIT 2869

E.O. 11652: N/A  
TAGS: BDIS, KU  
SUBJ: TRADE COMPLAINT: KAZIMA TRADING CO. V. NORDCO PRODUCTS CO.

1. JAWAD AWAD AL WADANI; MIDDLE EAST AGENT FOR FMC CORPORATION, AND OWNER OF KAZIMA TRADING CO., CAPITALIZED AT SEVERAL HUNDRED THOUSAND DOLLARS REQUESTED EMBASSY ASSISTANCE CONCERNING THE FOLLOWING. MR. WADANI SHOWED EMBOFF DOCUMENTS NAMING HIM EXCLUSIVE AGENT IN MIDDLE EAST FOR NORDCO PRODUCTS, 16216 RAYMER, VAN NUYS, CALIFORNIA 91406, TELEPHONE (213) 989-1110.

2. MR. WADANI PRODUCED A LETTER ON NORDCO STATIONARY SIGNED BY DONALD A. HILMER, MANAGER OF SALES, DATED DECEMBER 7, 1975 STATING "THIS IS TO CERTIFY THAT MR. JAWAD AWAD AL-WADANI IS AUTHORIZED TO SEEL NORDCO PRODUCTS EQUIPMENT IN THE COUNTRY OF EGYPT. IN THIS POSITION, MR. JAWAD AWAD AL-WADANI IS EN-POWERED TO SUBMIT OFFERS, ISSUE QUOTATIONS AND ACCEPT ORDERS FOR ALL EQUIPMENT PRODUCED OR SOLD BY NORDCO PRODUCTS." MR. WADANI ALLEGES THAT BY THIS LETTER HE WAS APPOINTED THE EXCLUSIVE DEALER/AGENT FOR NORDCO PRODUCTS IN EGYPT. SUBSEQUENTLY HE TOOK AS A PARTNER A MR. MUSTAPHA GHALAL FROM AN EGYPTIAN FIRM MESSRS. TRADING & ENGINEERING CO.

3. AFTER SEVERAL MONTHS AND AN UNDERTERMINED AMOUNT OF SALES NORDCO TERMINATED THEIR RELATIONSHIP WITH WADANI, WITHOUT PAYING COMMISSION STILL OWED FOR SALES. NORDCO MAINTAINS ACCORDING  
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TO MR. WADANI, THAT THE COMMISSIONS IN QUESTION HAVE BEEN PAID TO HIS EGYPTIAN PARTNER. MR. WADANI INSISTS HE SHOULD HAVE BEEN PAID, NOT HIS EX-PARTNER, AND SUSPECTS THAT POSSIBLY HIS EX-PARTNER HAS CHEATED HIM BY WITHHOLDING MR. WADANI'S SHARE. WHATEVER THE TRUTH IS, MR. WADANI INSISTS NORDCO HAD NO BUSINESS PAYING THE PARTNER RATHER THAN PAYING HIM DIRECTLY, AS HE PERSONALLY HAD THE ARRANGEMENT WITH NORDCO, AND THE PARTNER

IS NOT MENTIONED IN THE AGREEMENT WITH NORDCO.

4. MR. WADANI ATTEMPTED SEVERAL TIMES TO RESOLVE THIS MATTER WITH NORDCO BUT THEY MAINTAIN ALL COMMISSIONS HAVE BEEN PAID AND REFUSE TO DIVULGE THE AMOUNT OF SALES TO EGYPT UPON WHICH COMMISSIONS SHOULD BE FIGURED.

5. MR. WADANI REQUESTED EMBASSY ASSISTANCE IN OBTAINING ANSWERS TO THE FOLLOWING QUESTIONS:

A. AMOUNT OF SALES TO EGYPT OF AIRPORT SUPPORT EQUIPMENT DURING PERIOD FROM OCT. 18, 1975 TO PRESENT.

B. AMOUNT OF COMMISSIONS PAID TO EGYPTIAN PARTNER OF AL-WADANI IF ANY.

C. WHAT IS NORDCO'S POSITION IN THIS MATTER?

6. ACTION REQUESTED: COMMERCE CONTACT NORDCO PRODUCTS, 16216 RAYMER, VAN NUYS, CALIFORNIA 91406, TEL. (213) 989-1110 AND SUPPLY EMBASSY WITH ANY RELEVANT INFORMATION NORDCO IS PREPARED TO PROVIDE, SO THAT WE MAY RESPOND TO WADANI. SUTHERLAND

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## Message Attributes

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